

Inside Sales Representative

Location: 2545 Acland Rd, Kelowna, BC V1X 7J4

Inside Sales Representative - Job Posting

The Taiga Building Products -Kelowna Branch has a full-time, permanent inside sales representative position available, reporting to the Branch Manager. Responsibilities include maximizing sales opportunities through outbound calls, managing customer relationships, and leading product categories. This role offers the opportunity for skill growth in a creative and collaborative environment.

Our Company

We are a respected International Wholesale Distributor of Building Products with branch offices throughout Canada and in various locations in the United States. With a 50-year history of dependable service to the retail and industrial building material industry, we are an equal opportunity employer offering a competitive compensation package including company benefits. We are a public company, listed on the TSX.

Main Responsibilities & Duties:

- Creating sales, complete the order process which includes offering pricing and terms according to established margins and generating sales orders.
- Ensures customers are provided with accurate pricing, inventory, and delivery information.
- Prepares quotations and process orders on behalf of other sales staff when needed.
- Responds to customers' requests and inquiries in a timely manner, including advising customers on detailed product knowledge.
- Managing product lines within the branch, including managing inventory, pricing, product knowledge training, attending national calls, and being accountable for turns and earns.

Benefits and Features:

- A fast-paced supportive culture that celebrates success and encourages individual growth.
- Significant growth potential within the organization.
- Opportunity to network, develop relationships and partner on projects with Taiga team members from coast to coast.
- Learn from an experienced team to develop knowledge in a wide range of building materials, commodity markets and all other aspects of our business.
- Opportunity to work with and learn from a diverse group of colleagues across Canada.

The Ideal Candidate:

- Passionate about growth, success, and continual learning
- Have business-to-business sales experience

- Self-motivated proactive attitude with a strong work ethic
- Forward thinking mindset to engage new ideas and concepts
- Technologically skilled, proficient at putting technology to work
- A great communicator with solid people skills and the ability to build long term relationships
- Disciplined and able to stay organized in a fast-paced business
- Strong analytics and problem-solving skills
- Knowledge or experience managing products an asset
- Have a competitive desire to succeed

Compensation:

- Annual Salary - \$55,000 to \$75,000 (Potential for bonus based on performance)
- Dental care
- Disability insurance
- Extended health care
- Life insurance
- RRSP match
- Vision care

How to Apply?

If you are a self-starter with the above attributes and the desire to grow within our company, we would like to talk to you. Please submit your resume with your salary expectation. We want to thank all applicants for their interest but advise that only candidates selected for an interview will be contacted.

Why Work for Taiga?

Equal opportunity employer, leading wholesale distributor of building products within North America!
Check us out at www.taigabuilding.com.